



THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

WANADA Celebrating 100 Years of Service (1917-2017)

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Headlines...

WANADA Dealer Practices Seminar

WANADA event: What health insurers don't want you to know

WANADA members can get discount to leadership workshop

Carfax offers website to check status of recalled cars

Consumer data protection bill passes Maryland Legislature

In Maryland, vehicle sales license renewal period goes to 3 years

Supreme Court rules: Service advisors exempt from overtime!

EPA decision on emissions could mean different cars for MD, VA

Staying Ahead...

WANADA Dealer Practices Seminar

A service of the Automobile Dealer Education Institute (ADEI)

WANADA will host a Dealer Practices Seminar for its members on Wednesday, April 18, 2018 from 8:30 a.m. to 11:00 a.m. at the Bethesda Marriott Suites. WANADA Kindred-line members Charapp & Weiss, LLP and Councilor Buchanan & Mitchell, PC will be presenting and answering questions on the following timely topics:

- New MD Sick Leave Policy;
- Avoid being a victim of cyber crime;
- Military Lending Act; and
- Tax changes and how they affect dealerships.

Registration is from 8:30 a.m. - 9:00 a.m. and the session will begin at 9:00 a.m. A continental breakfast will be served.

To register for the seminar, please click [here](#).

WANADA event: What health insurers don't want you to know

WANADA will feature a special forum for its members, "What the Health Insurance Companies Don't Want You to Know," with an executive conversation between the CEOs of WANADA and WellNet Healthcare. The event will take place Thursday, May 3, 2018 from 8:00 a.m. to 10:00 a.m. at the Ritz-Carlton in Tysons Corner, VA.



WANADA dealer members and senior finance executives are encouraged to attend. Attendees will gain a comprehensive overview of:

- The underlying problem in the economics of healthcare;
- Ways to build a better health plan at a much lower price; and

- Concrete solutions that are working for WANADA colleagues.

WANADA member employers can get a preview of WellNet CEO Keith Lemer's ideas by reading his articles in the [Wall Street Journal](#) and seeing the coverage on [cnbc.com](#). WellNet is a national boutique healthcare management firm.

The forum includes breakfast and complimentary valet parking. Doors will open at 8:00 a.m. and the session will begin at 8:30 a.m.

Register by April 24, 2018 by clicking [here](#).

WANADA members can get discount to leadership workshop

Many WANADA members had the opportunity to attend a recent workshop, "Extreme Ownership," led by U.S. Marine veteran David Berke. Berke showed how the battle-proven rules of leadership apply to business and all of life. (Click [here](#) for the Bulletin's report on the event.)

For more leadership development, Berke's organization, Echelon Front, will offer a leadership "Muster" May 17 to May 18 in Washington, DC. WANADA was able to secure a \$400 registration discount for members for the event with the code, WANADA2018. For more information, click [here](#).

These events sell out early, so act now! For more information, email info@echelonfront.com or WANADA Kindred-line member Kyle Wannemacher of Mid-Atlantic Insurance at kyle@midascorp.net. Wannemacher and Mid-Atlantic Insurance sponsored the "Extreme Ownership" event for WANADA members.

Carfax offers website to check status of recalled cars

Many dealers use NHTSA's Safercar.gov website to check the status of recalled cars they might be retailing. Carfax has another free website that can perform similar tasks.

The Vehicle Recall Search Service (www.freeautorecallsearch.org) was previewed at the ATAE Dealer Associations' Winter Meeting and launched at the NADA Show. The VIN-based search tool allows dealers, state DMVs, insurers and others to search up to 10,000 VINs in just 30 seconds and inform consumers about vehicles with open safety recalls. The site, run by Carfax in partnership with the Auto Alliance and Global Automakers, requires only that users create a free Carfax account.

Consumer data protection bill passes Maryland Legislature

A bill that helps protect consumer information used by dealers has passed the Legislature in Maryland and is expected to be signed in to law by Governor Larry Hogan.

The legislation was pushed by many Maryland dealers and closely monitored by MADA. With daily news about data breaches, it is important that dealers protect their customers' data so they can retain their customers' trust.

The bill, HB 1104, prohibits manufacturers from :

- Requiring franchise agreement provisions that a dealer grant access to the dealer's DMS; and

- Requiring dealers to provide sales data on warranty repairs, or the sale of new or certified pre-owned (CPO) vehicles.

In Maryland, vehicle sales license renewal period goes to 3 years

As of April 1, 2018, the vehicle sales license renewal period in Maryland increased from one year to three years. That means the \$67.50 yearly fee has become \$202.40 for three years.

Starting March 24, 2018, dealers should process their tag renewals via the [MDOT MVA E-store Fast Track](#). Once renewed, the tag stickers will be sent by U.S. Mail to the tag holder's address on file.

For the full Bulletin from MDOT, click [here](#)

Supreme Court rules: Service advisors exempt from overtime

Dealers can celebrate the recent U.S. Supreme Court ruling in *Encinco Motorcars, LLC v. Navarro* that service advisors are exempt from overtime pay.

To be exempt from overtime, the "salesmen, partsmen, and mechanics" exemption requires only that covered employees spend over half their time working as "salesmen, partsmen or mechanics," regardless of how or how much they are paid (as long as they are paid minimum wage for every hour worked). A copy of the decision can be found [here](#).

NADA provided extensive support to the dealers litigating the case and worked with the state dealer associations in the Ninth Circuit to file critical "friend of the court" briefs on behalf of all dealers.

EPA decision on emissions could mean different cars for MD, VA

EPA Administrator Scott Pruitt announced his decision to revise the Obama administration's fuel economy targets last week. The announcement was originally scheduled as a public event hosted by Geoffrey Pohanka at Pohanka Chevrolet in Chantilly, VA. But it was moved at the last minute to an *invitation-only* event at EPA headquarters, where Pruitt was introduced by NADA President and CEO Peter Welch. Several automaker representatives also attended the announcement.

Specific emissions standards have not yet been set. EPA has only said it will initiate a joint rulemaking with NHTSA to set new rules and potentially provide automakers more flexibility to meet them.

The talks will be of special importance to Washington-area dealers because of the potential for two sets of standards. California has made clear it will not back off from its more stringent standards, which align with the Obama-era standards that the current EPA has signaled it intends to discard. Twelve states (including Maryland, plus DC) follow the California standards. The rest of the country, including Virginia, does not.

EPA and California officials are reportedly in talks to try to reach a compromise that would allow a single standard, as EPA and the auto industry very much want. But if the talks break down, two sets of standards could potentially prevail. That could make life difficult for dealers in the Washington area who sell cars to consumers in Maryland and DC, but also those in Virginia.

Staying Ahead...

A man wrapped up in himself makes a very small bundle.

--Ben Franklin

